Introductory Webinar: Part III
The K-12 Learning Infrastructure
Program & Wi-Fi Upgrade Initiative

February 3, 2016

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http://www.doe.virginia.gov/support/technology/edtech_plan/infrastructure_program/index.shtml

Agenda

Part 1: Wi-Fi Upgrade Initiative Updates

   1:00-1:45

Part 2: Compare & Connect K-12 Demo

   1:45-2:30

Part 1:

Wi-Fi Upgrade Initiative Updates

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Program Updates

RFP

- RFP window is now closed
- Bids are currently being evaluated by a division-led committee

Budget

- The governor's budget did not include funding for non-E-rate shares
- Districts aren't likely to receive additional state funding for LAN/Wi-Fi this year

Important Dates

- **March 1**: target date for awarding of contracts
- **February 3 - April 29**: 471 filing window is open

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E-Rate Process

Dec '15	Jan '16	Feb '16	Mar '16	Apr '16
RFP Prep	**RFP Open**	**Selection**	**Mini-Bid/471**	**Mini-Bid/471**
• RFP was released • State filed 470	• RFP window closed	• Vendors are selected • 471 window opens Feb 3 • Divisions prep for mini-bid process	• Divisions evaluate their options according to a mini-bid process and file 471s	• Form 471 window closes on April 29

Action Items

Action Items: Right Now!

- **Log into the E-rate Productivity Center ("EPC")**
    - Add any user or consultant that needs access to EPC
    - Confirm that all your sites, including non-instructional facilities (NIFs), are in EPC
    - Confirm that addresses and contact information are correct

- **Need Help?**
    - User guides and video tutorials can be found at: http://www.usac.org/sl/tools/e-rate-productivity-center/default.aspx
    - You can contact the SLD Client Service Bureau at **888-203-8100**

Action Items: Prior to the 471

- Verify student lunch and enrollment counts
  - http://www.doe.virginia.gov/support/nutrition/statistics/index.shtml
  - View the video tutorial entitled **Update School Profile Information**:

    http://www.universalservice.org/sl/about/outreach/fcc-form-471-video-series.aspx

- Answer Connectivity Questions
  - Must be completed for every site
  - View the video tutorial entitled **Manage Connectivity Questions**:

    http://www.universalservice.org/sl/about/outreach/fcc-form-471-video-series.aspx

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Mini-Bid Process

- Applicants do not need to post a Form 470

- Applicants must conduct a bid evaluation for all service providers able to provide services to the applicant under these contracts (a mini-bid)

- To conduct a mini-bid, the applicant:
  - Determines the factors to use for its evaluation, with the **price of the eligible products and services as the most heavily-weighted factor**
  - Scores the service providers appropriately
  - Chooses the most cost-effective solution

- SLD examples of bid evaluations:
  http://usac.org/sl/applicants/step02/evaluation.aspx

Category 2 Planning

- Determine your Category 2 needs for each site
    - Switches
    - Routers
    - Firewall
    - Wireless Access Points
    - Maintenance

- Determine your Category 2 budget for each site
    - $150 pre-discount per student per school
        - Funds may not be shared across sites
        - Equipment at NIFs must be cost allocated as an expense for each school
        - Example: School with 300 students and a 70% E-rate discount would get $150 x 300 = $45,000 pre-discount. Funding would be $31,500

- Begin determining your selection criteria for your mini-bid process

CIPA Requirements

- Internet Safety Policy must address:
  - Access by minors to inappropriate matter on the Internet and World Wide Web
  - The safety and security of minors when using electronic mail, chat rooms, and other forms of direct electronic communications
  - Unauthorized access including "hacking" and other unlawful activities by minors online
  - Unauthorized disclosure, use, and dissemination of personal information regarding minors
  - Measures designed to restrict minors' access to harmful material
  - Monitoring the online activities of minors
  - Educating minors about appropriate online behavior

- Technology Protection Measure to block or filter Internet access

- Public Notice and Hearing or Meeting to address the protection measure and Internet Safety Policy

Summary & Next Steps

Summary

The State will sign contracts for Category 2 equipment (APs, switches, etc.)

- There will be multiple winners representing the most common manufacturers
- Benefits:
  - Convenience
  - E-rate peace of mind
  - Volume discounts

Next Steps

Action Items between now and April 29:

- Check addresses & contact information in the EPC portal
- Make sure all sites are visible
- Answer connectivity questions for each school
- Determine Category 2 needs
- Check CIPA compliance
- Prepare mini-bid evaluation criteria
- Login to EPC portal to prepare 471
- Attend regular E-rate/Project communications
- Complete your 471s by April 29

Important Contacts

Email	E-rate Qs: va@erateservices.com General Qs: learninginfrastructure@doe.virginia.gov
Website	http://www.doe.virginia.gov/support/technology/edtech_plan/infrastructure_program/index.shtml
Call	EPC Help Desk: 888-203-8100

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Office Hours

- **Thursdays at 3:00-4:00**
  - Feb 11 – Q&A only with Cindy Johnson
  - Feb 18 – Program updates and Q&A
  - Feb 25 – Q&A only with Cindy Johnson
  - Mar 3 - Program updates and Q&A
  - Mar 10 – Q&A only with Cindy Johnson
  - Mar 17- Program updates and Q&A
  - Mar 24 – Q&A only with Cindy Johnson
  - Mar 31 - Program updates and Q&A
  - Apr 7 – Q&A only with Cindy Johnson
  - Apr 21 - Program updates and Q&A
  - Apr 28 – Q&A only with Cindy Johnson

Invites with the call-in number will be sent out weekly

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Questions?

Part 2:

Compare & Connect K-12 Demo

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Situation in VA: Costs vary within & across speeds

Internet Access Cost per Mbps Price Dispersion

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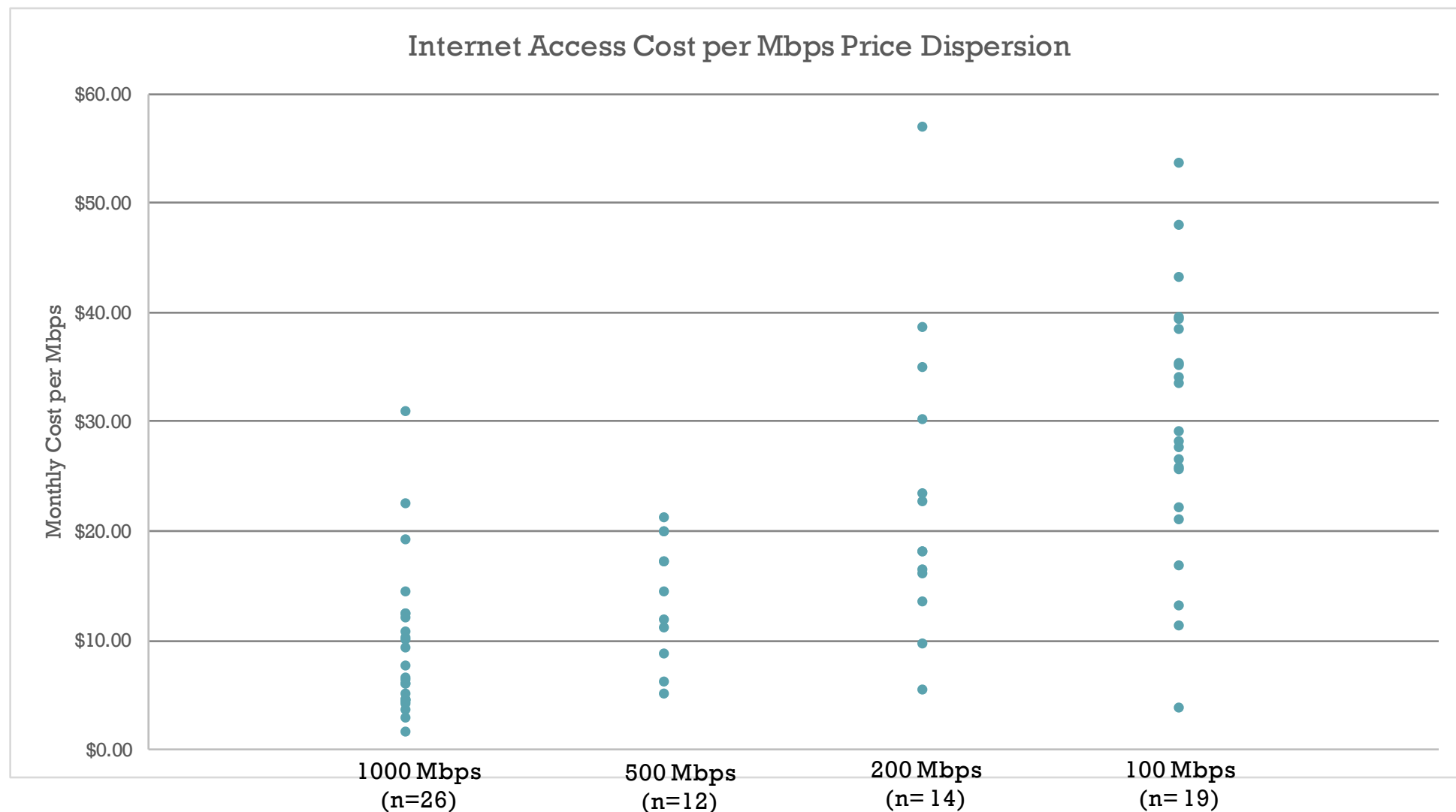
Last year: results of data transparency in Virginia

Last year 15 divisions shared bandwidth and cost data, and spoke to providers about upgrading bandwidth for a marginal cost increase. Result:
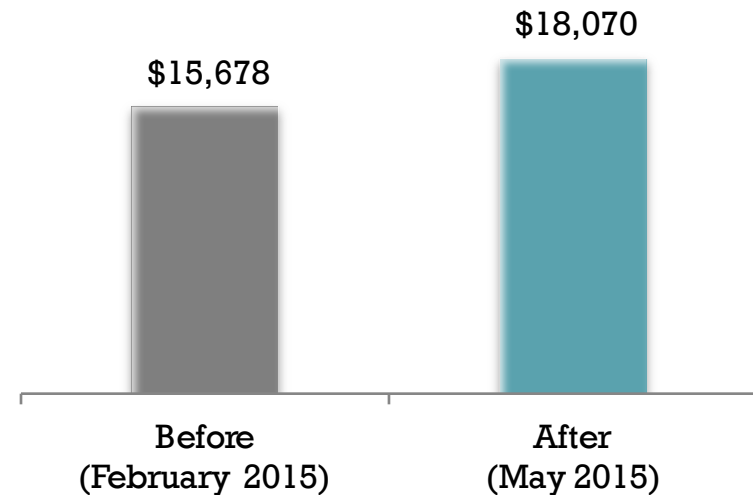
400% increase in bandwidth

Total Mbps of Internet access

650	3,200
Before (February 2015)	After (May 2015)
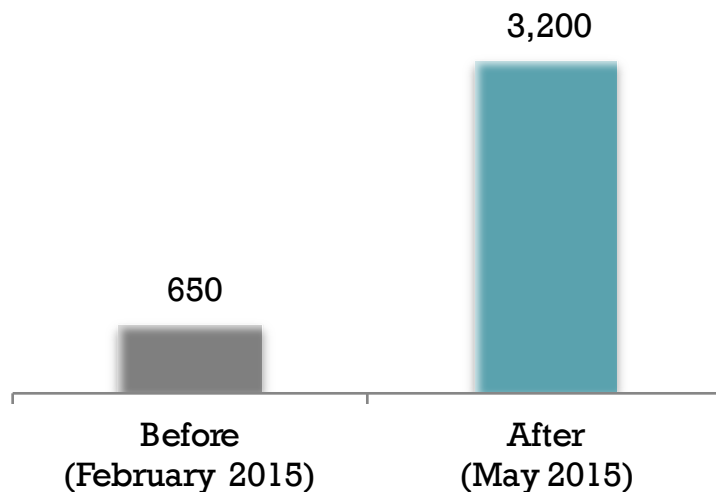
15% increase in cost

Total monthly cost of Internet access

$15,678	$18,070
Before (February 2015)	After (May 2015)

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Demonstration: Compareandconnectk12.org

Next: login to CCK12

compareandconnect.k12.org

- Enter your district name and review your district's page

- If the data is wrong, click "Contact Us" to submit a ticket

- Explore the Compare Services, Compare Districts, and Compare Providers features

- In a few minutes, we will ask you to share out some thoughts regarding the following questions
  - As you looked at the Compare Services view, did anything surprise you?
  - Is anyone in the state getting more bandwidth for what you're paying?
  - Anyone within 100 miles?
  - Within 50 miles?

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Procurement tips

- **Asking for more bandwidth at the same price is more successful than simply asking for a lower price.**

- **Negotiations can happen throughout the duration of the contract**

- **Talk to your provider about how their pricing will change based on contract length.**

- **When negotiating, use your competitive leverage: Research options**

- **Don't be afraid to negotiate contract terms in addition to price**

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Two Success Stories

Nelson

Appomattox

*Joe Dan from Nelson County Public Schools simply mentioned that his neighbors were seeing more competitive pricing, and his provider upgraded him **from 200 Mbps to 1 Gbps and dropped his price per Mbps from $20 to $6.***

*Brette from Appomattox County Public Schools contacted his service provider, mentioned the EducationSuperHighway project, and asked for more bandwidth. His provider **increased his bandwidth by 2x for 4x less cost per Mbps and actually cut his monthly bill in half***
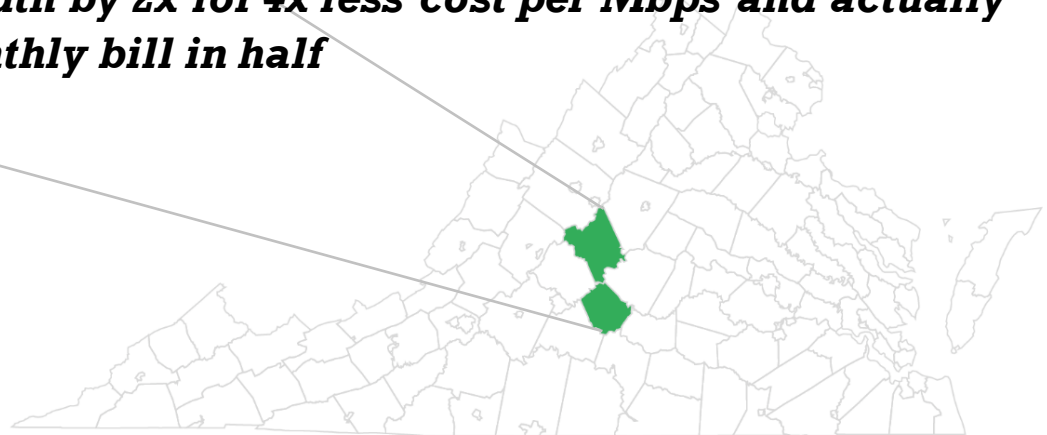
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" Having [comparative pricing] information for negotiations made all the difference, … from my point of view, coming in with that data, pretty much put me at the top of the game. That leveled the playing field and sort of made the negotiation over.

- Brette Arbogast, Tech Director
Appomattox County Public Schools

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